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Special Light-Truck Issue

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december 1985

automotive FLEET

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

What's New For '86

Fleet Profiles

Vendor Directory

Specs & Statistics

DECEMBER 1985 VOL. 25, NO. 2

automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing the management of 4,584,000 cars and 1,970,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

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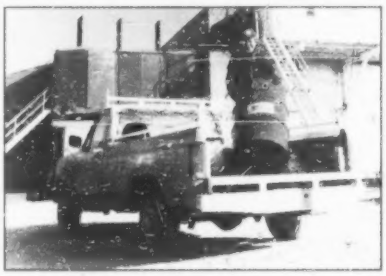

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On our cover: is an exclusive, advance look at Chrysler's new Dakota pickup. Pictured with the '87-model N-body truck in front of the Chrysler Styling Dome in Highland Park, MI, is Hal Barton, general manager of Chrysler fleet operations.

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Calendar

DECEMBER

2-4 — Bowker, Brown & Company's seminar on Truck Leasing and Rental Management, The Drake Oak Brook, Oak Brook, IL. Information: (305) 858-3400.

9-11 — *Limousine & Chauffeur* Limo Show and Conference, Harrah's Trump Plaza, Atlantic City, NJ. Information: (213) 376-8788.

9-13 — Institute of Traffic & Transportation fall transportation seminars, Holiday Inn-Metro Center, Phoenix, AZ.

12 — American Automotive Leasing Association special seminar on Tax Reform, the Future of Leasing, and New IRS Regulations, Hyatt Regency O'Hare, Chicago, IL. Information: (202) 223-2600.

16 — AALA special seminar on Tax Reform, the Future of Leasing, and New IRS Regulations, Philadelphia Airport Marriott, Philadelphia, PA.

JANUARY

26-31 — Wharton Certified Fleet Manager Program, Course One, The Wharton School, University of Pennsylvania, Philadelphia, PA. Information: (215) 898-4595.

28-29 — National Association of Fleet Administrators' course on Basic Principles of Fleet Management , Atlanta Marriott Marquis, Atlanta, GA. Information: (201) 494-8100.

FEBRUARY

1-4 — The National Automobile Dealers Association's annual convention and exposition, New Orleans Convention Center, New Orleans, LA. Information: (703) 821-7143.

2-6 — AALA annual convention, Boca Raton Hotel and Country Club, Boca Raton, FL.

6-9 — Truck Renting and Leasing Association annual convention, Innisbrook Resort, Tarpon Springs, FL. Information: (202) 347-2372.

Gas Prices

	UNLEADED	
	Cost Per Gallon Unleaded	
City	Full-Serve	Self-Serve
Selma, AL	129.5	123.0
Kingman, AZ	169.9	137.4
Oakland, CA	157.2	115.9
Durango, CO	161.4	124.9
New Haven, CT	144.6	126.4
Pensacola, FL	143.0	114.4
Joliet, IL	156.4	122.9
Indianapolis, IN	160.9	121.9
Fort Scott, KS	129.5	113.9
Buzzards Bay, MA	124.9	106.9
Minneapolis, MN	159.5	126.1
Monticello, NY	138.4	133.9
Lancaster, PA	144.4	122.4

Survey conducted during the first five working days of November, 1985. Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

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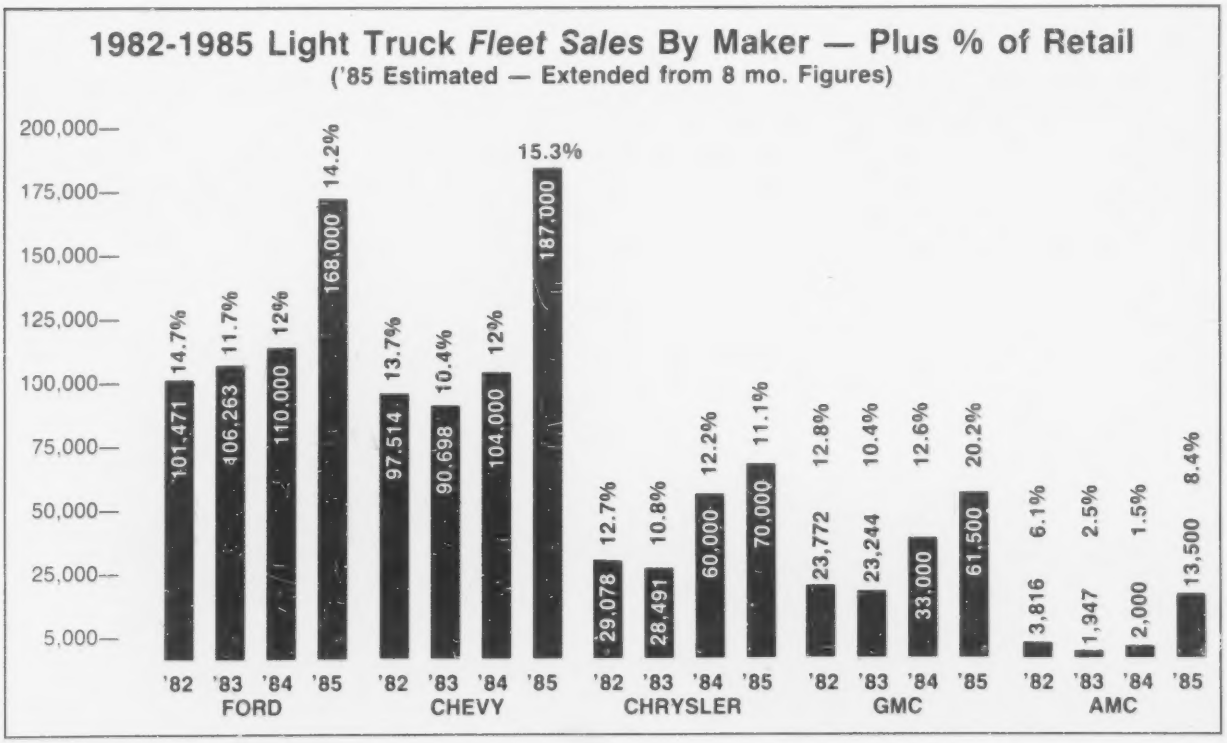
U.S. Light Truck Statistics

New 1977 to 1985 Light Truck Registrations Reported
National and Fleet Totals — Class I, II & III

Source: Automotive Fleet Research Dept.

MAKE	1977	1978	1979	1980	1981	1982	1983	1984	1st 8 mos. 1985	Estimated 1985 cal. yr. Total
Total	3,069,482	3,518,374	4,065,190	2,749,051	1,926,887	2,237,843	2,799,636	3,792,002	2,909,422	4,365,000
Fleet	289,151	351,926	558,430	435,910	294,475	317,017	294,633	455,742	395,866	595,200
% Fleet	*9.4*	*10.0*	*13.7*	*15.8*	*15.3*	*14.2*	*10.5*	*12.0*	*13.6*	*13.6*
CHEVY	1,078,692	1,233,932	1,832,454	1,114,847	619,997	726,358	891,125	1,072,231	814,641	1,222,000
	103,727	123,369	156,170	117,983	94,289	97,514	90,688	138,590	124,714	187,000
	9.62	*9.99*	*8.52*	*10.58*	*15.2*	*13.4*	*10.2*	*12.9*	*15.3*	*15.3*
FORD	1,036,213	1,219,693	1,185,000	795,000	648,804	689,941	905,846	1,111,832	788,775	1,183,000
	105,721	124,823	284,000	206,700	116,979	101,471	106,263	142,499	111,763	168,000
	10.20	*10.23*	*24.00*	*26.00*	*18.00*	*14.7*	*11.7*	*12.8*	*14.2*	*14.2*
GMC	234,992	283,540	236,750	141,744	128,615	186,257	224,718	268,858	202,786	304,000
	21,618	27,552	30,591	23,498	21,531	23,772	23,244	39,455	40,955	61,500
	9.20	*9.72*	*12.92*	*16.57*	*16.7*	*12.8*	*10.3*	*14.7*	*20.2*	*20.2*
DODGE & PLYMOUTH	385,125	396,268	400,945	347,138	181,308	228,232	263,687	503,967	419,776	629,700
	40,823	41,603	48,794	52,731	29,930	29,078	28,491	53,727	46,577	70,000
	10.60	*10.50*	*12.16*	*15.90*	*16.50*	*12.7*	*10.8*	*10.7*	*11.1*	*11.1*
AMC/JEEP	115,079	161,912	140,431	77,852	58,257	62,097	76,453	148,040	106,935	160,500
	17,262	21,979	20,875	11,498	3,246	3,816	1,947	5,971	8,457	13,500
	15.00	*13.57*	*14.86*	*14.76*	*5.60*	*6.1*	*2.5*	*4.0*	*7.9*	*8.4*
OTHER	NA	210,274	258,017	294,529	317,250	344,958	437,797	687,074	576,509	865,800
Incl. VW, Imports, etc.	NA	12,600	18,000	23,500	28,500	34,500	44,000	75,500	63,400	95,200
	NA	*6.0*	*7.0*	*8.0*	*9.0*	*10.0*	*10.0*	*11.0*	*11.0*	*11.0*

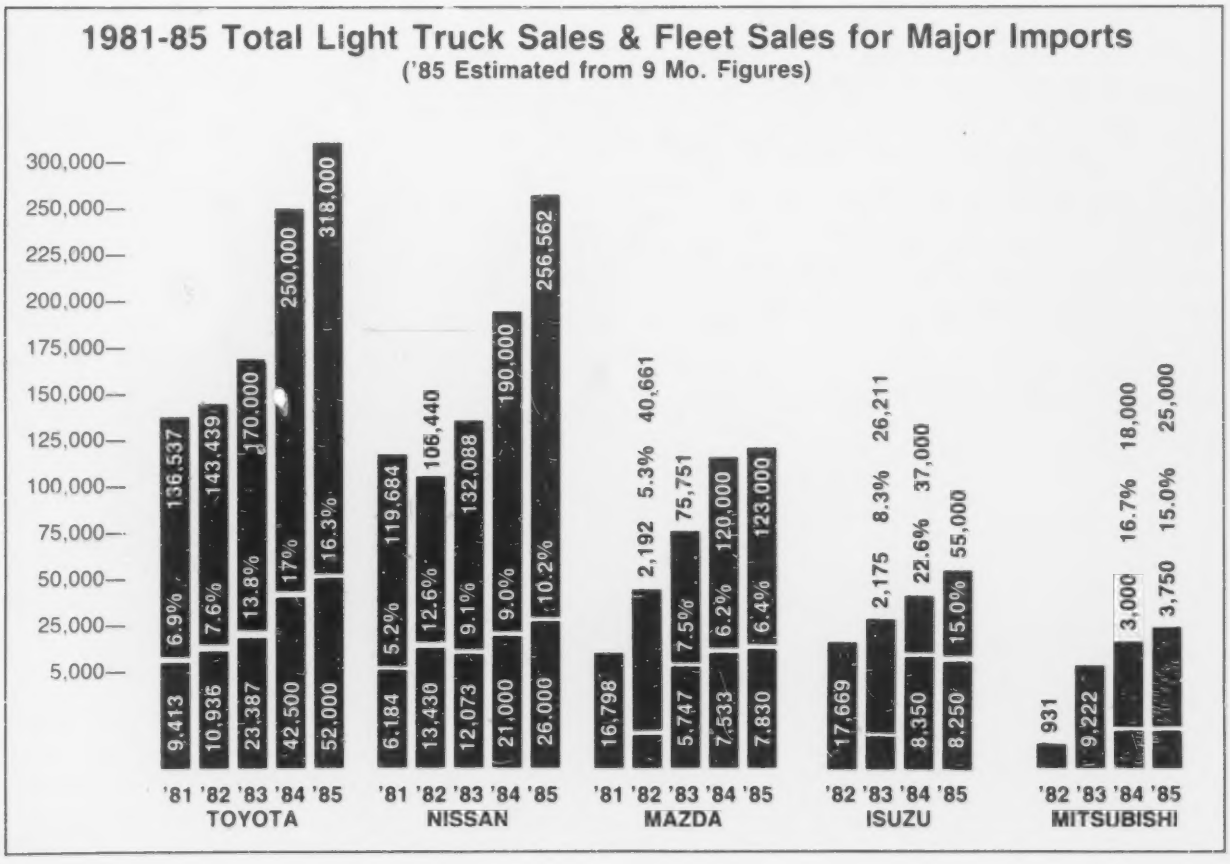


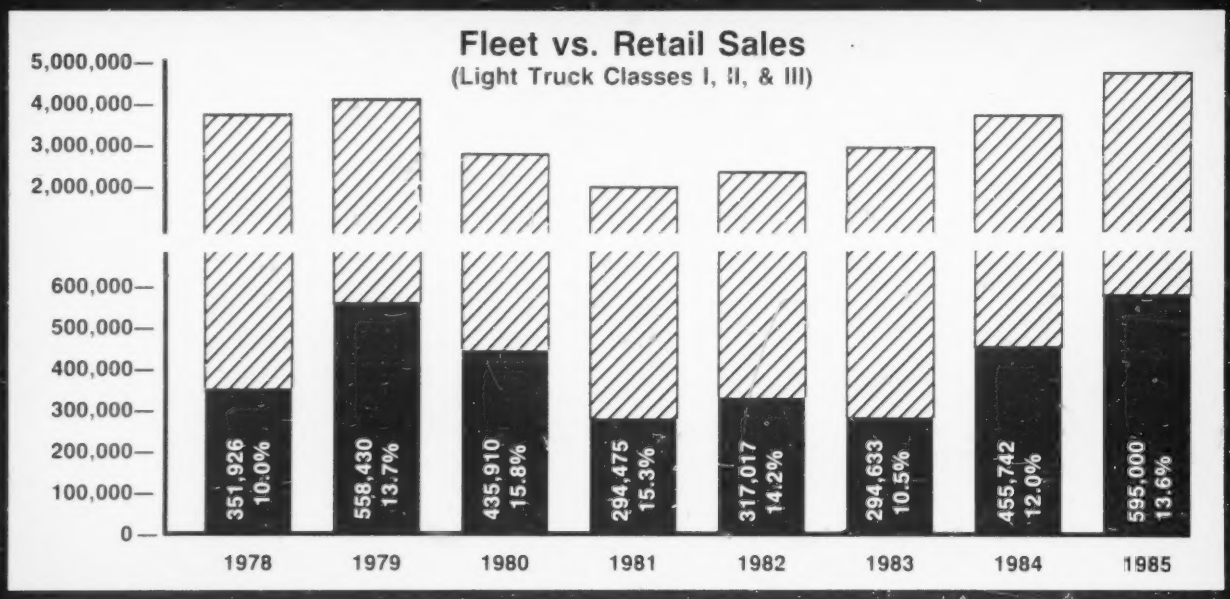
Import Light Truck Market Statistics

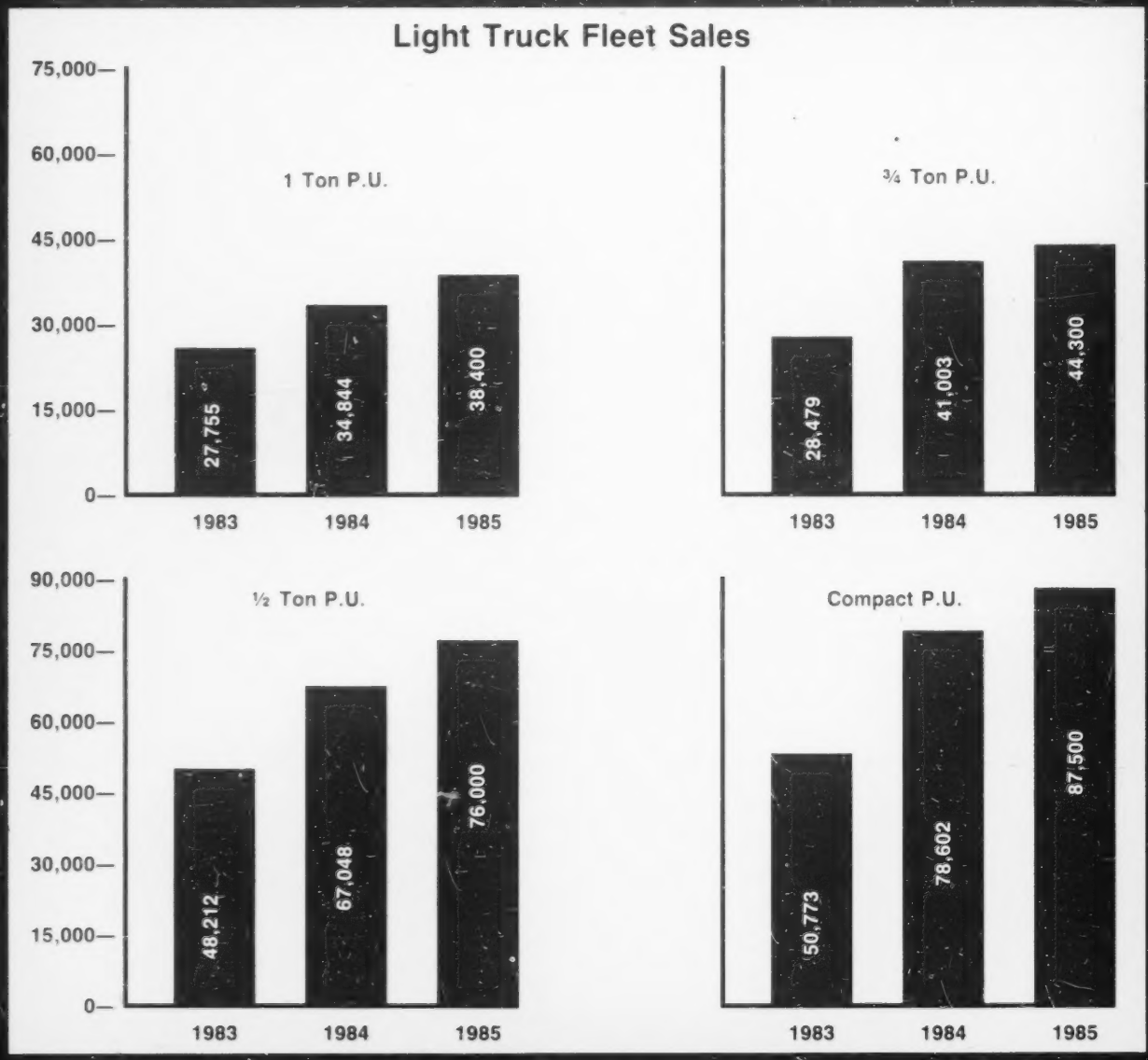
New 1978 to 1985 Light Truck Registrations Reported
Class I, II & III National and Fleet Totals

Source: Automotive Fleet Research Dept.

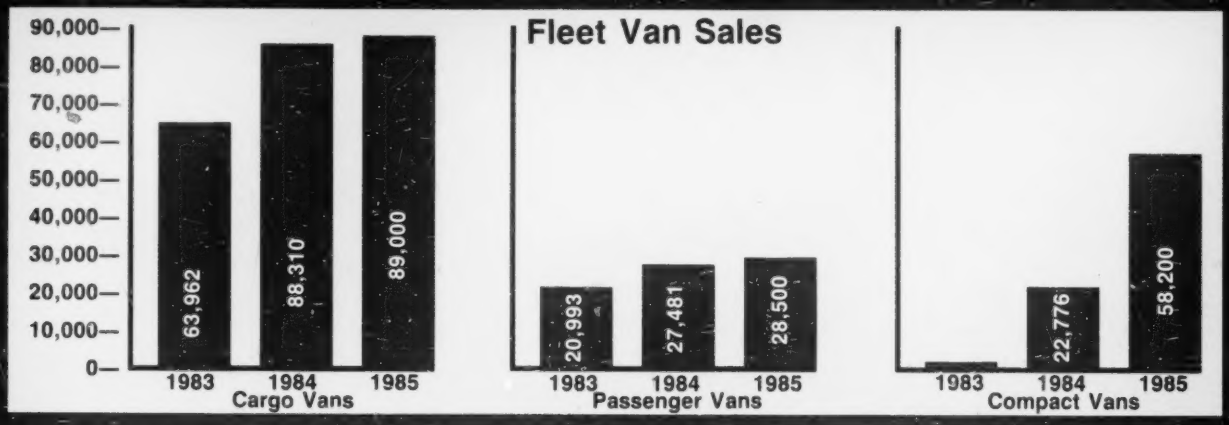
MAKE	1978	1979	1980	1981	1982	1983	1984	1st 9 mos. 1985	Estimated 1985 cal. yr. Total
TOYOTA									
1 Total	94,882	130,648	131,648	130,379	143,439	170,000	244,072	215,219	318,000
2 Fleet	10,966	4,620	14,624	9,413	10,936	23,387	41,860	40,292	52,000
3 % Fleet	*11.55*	*3.53*	*11.1%*	*7.2%*	*7.6*	*13.8*	*17.2*	*18.7*	*16.3*
NISSAN	87,645	104,866	113,242	119,684	106,440	132,088	194,414	210,000	256,562
	5,123	6,046	8,045	6,184	13,430	12,073	19,491	16,900	26,000
	5.84	*5.76*	*7.10*	*5.50*	*12.6*	*9.1*	*10.0*	*9.0*	*10.2*
MAZDA	4,708	8,302	8,775	16,798	40,661	75,751	118,368	84,577	123,000
					2,192	5,747	6,610	5,376	7,830
					5.3	*7.5*	*5.6*	*6.4*	*6.4*
AMERICAN ISUZU				9,959	17,669	26,211	37,443	39,356	55,000
						2,175	9,602	5,850	8,250
						8.3	*25.6*	*14.9*	*15.0*
MITSUBISHI					931	9,222	14,943	16,986	25,000
IVECO					2,563	2,800	2,457	2,425	3,100
ISUZU TRUCK								2,000	2,800

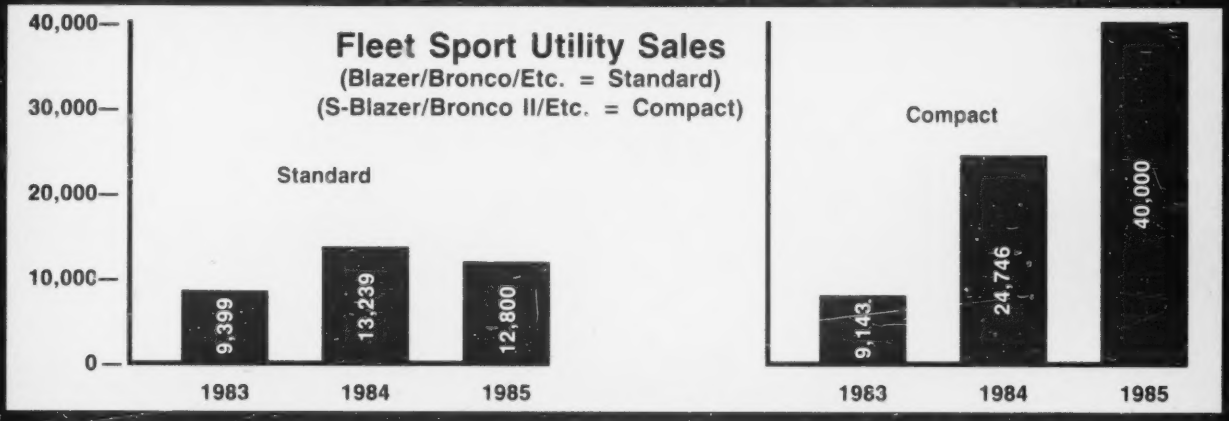


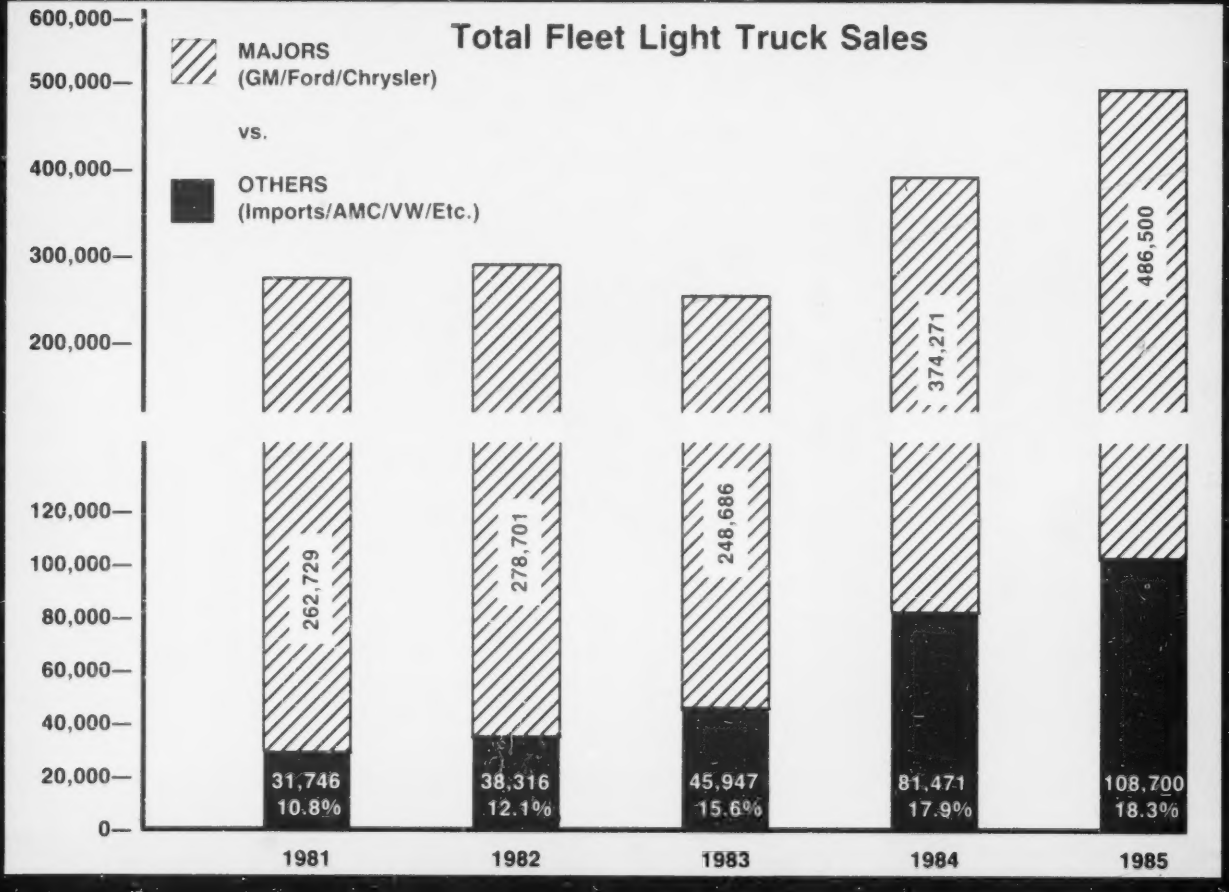




Source: Automotive Fleet Research Dept.


Fleet Van Sales
90,000
80,000
70,000
60,000
50,000
40,000
30,000
20,000
10,000
0
63,962
88,310
89,000
1983
1984
1985
Cargo Vans
20,993
27,481
28,500
1983
1984
1985
Passenger Vans
22,776
58,200
1983
1984
1985
Compact Vans


Fleet Sport Utility Sales
(Blazer/Bronco/Etc. = Standard)
(S-Blazer/Bronco II/Etc. = Compact)
40,000
30,000
20,000
10,000
0
Standard
9,399
13,239
12,800
1983
1984
1985
Compact
9,143
24,746
40,000
1983
1984
1985


Total Fleet Light Truck Sales
600,000
500,000
400,000
300,000
200,000
MAJORS
(GM/Ford/Chrysler)
vs.
OTHERS
(Imports/AMC/VW/Etc.)
374,271
486,500
120,000
100,000
80,000
60,000
40,000
20,000
0
262,729
278,701
248,686
31,746
10.8%
38,316
12.1%
45,947
15.6%
81,471
17.9%
108,700
18.3%
1981
1982
1983
1984
1985

Light Truck/Van Sales Statistics

RETAIL SALES OF NEW TRUCKS BY FRANCHISED DEALERS

Gross Vehicle Weight	1979	1980	1981	1982	1983	1984
0-6,000 lbs.						
Utility	74,878	50,842	36,389	50,735	253,823	369,883
Car-Type Pickup	77,094	49,696	37,080	25,305	26,170	25,699
Compact Pickup						
Domestic	78	25,525	59,431	359,177	433,167	560,378
Import	225,410	228,878	159,551	95,277	55,143	52,894
Van	110,393	78,871	74,983	74,546	67,299	121,374
Mini Van	—	—	—	—	18	23,727
Conventional Pickup						
(Incl. extended & crew cabs)	783,035	544,959	520,180	485,977	445,370	632,401
Station Wgn (Truck Chassis)	—	—	—	—	8,394	61,623
Mini Passenger Carrier	—	—	—	—	8,174	168,774
Passenger Carrier	439	6,446	8,333	10,608	16,364	14,250
Total 0-6,000 lbs.	**1,271,327**	**985,947**	**895,947**	**1,101,625**	**1,313,922**	**2,031,003**
6,001-10,000 lbs.						
Utility	205,181	107,541	70,938	76,457	84,493	103,258
Van	331,848	172,045	168,469	207,466	311,207	264,997
Van Cutaway Chassis	43,797	19,918	21,662	30,951	45,228	54,954
Conventional Pickup (Incl.						
extended & crew cabs)	884,551	545,720	468,730	484,909	573,918	572,595
Station Wgn. (Truck Chassis)	73,294	38,807	37,564	54,517	68,844	86,056
Passenger Carrier	4,792	65,917	56,964	74,992	76,985	84,838
Multi-Stop	30,816	24,867	25,622	31,771	45,924	57,540
Total 6,001-10,000 lbs.	**1,574,279**	**974,815**	**849,949**	**961,063**	**1,206,599**	**1,224,238**
10,001-14,000 lbs.	**15,408**	**3,510**	**748**	**1,062**	**145**	**6,019**

U.S. TRUCK AND BUS FACTORY SALES BY BODY TYPE

	1978	1979	1980	1981	1982	1983	1984
Under 10,000 lbs. G.V.W.							
Pickup	1,969,518	1,623,875	931,093	933,809	1,141,050	1,278,099	1,494,770
Compact or Passenger							
Car Type	90,295	81,919	70,456	137,766	445,082	500,827	511,558
Conventional	1,879,223	1,541,956	860,637	796,043	695,968	777,272	983,212
Multi-Stop	40,368	30,111	20,966	28,637	32,036	47,465	62,984
Van	547,939	391,667	131,346	177,497	192,681	284,607	343,841
Station Wgn.							
(on Truck Chassis)	153,979	136,678	60,634	65,895	88,418	117,931	214,269
Passenger Carrier	4,484	3,619	39,273	37,227	47,066	44,135	54,991
General Utility	371,978	295,642	126,687	136,810	153,230	396,718	507,431
Other	133,840	126,484	76,524	65,528	67,066	50,938	90,969
Total Under 10,000 lbs. G.V.W.	**3,222,106**	**2,608,076**	**1,386,523**	**1,445,403**	**1,721,547**	**2,219,893**	**2,769,275**
Over 10,000 lbs. G.V.W.							
Multi-Stop	79,504	21,706	5,648	793	797	485	5,061
Buses (Incl. School Bus Chassis)	35,342	32,498	34,385	27,295	26,260	26,212	32,437
Trucks with Fixed Cabs 96"							
BBC or Shorter	123,276	104,749	69,691	54,811	28,118	42,951	66,106
Trucks with Movable Cabs	73,467	76,640	46,365	35,259	34,845	37,347	59,870
Other Body Types	172,544	193,037	124,671	137,347	94,888	87,009	142,576
Total Over 10,000 lbs. G.V.W.	**484,133**	**428,630**	**280,760**	**255,505**	**184,908**	**194,004**	**306,050**
Total	**3,706,239**	**3,036,706**	**1,667,283**	**1,700,908**	**1,906,455**	**2,413,897**	**3,075,325**

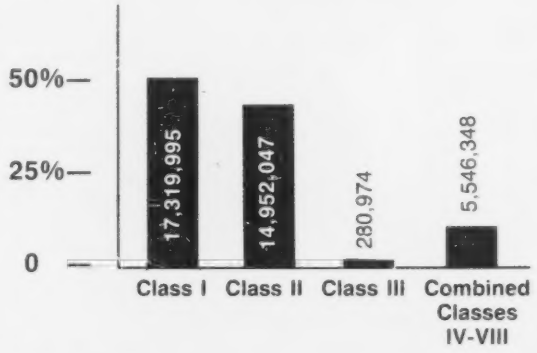
U.S. FACTORY SALES OF DIESEL TRUCKS BY GROSS VEHICLE WEIGHT, POUNDS

TOTAL	6,000 & Less	6,001 10,000	Total Class I & II
1984	17,329	126,925	148,254
1983	26,355	93,453	119,808
1982	47,973	74,929	122,902
1981	52,487	20,862	73,349
1980	72,501	4,973	77,474
1979	33,019	950	33,969
1978	35,019	990	36,009
1977	2,392	1,128	3,520

Note: None recorded in Class III

Source: Motor Vehicle Manufacturers Assn. (MVMA)

U.S. FACTORY TRUCK SALES By GVW As Combined For Years 1970-1984



Note:Classes I & II combined account for 85.4% for this period.

Source: Automotive Fleet Research Dept.

CHARACTERISTICS OF TRUCKS OWNED (In Thousands)

Characteristic	Total Trucks Number	Total Trucks Percent	10,000 Or Less Lbs. GVW
MAJOR USE			
Agriculture	4,248.8	16.2%	3,269.8
Forestry	217.5	0.8	111.8
Mining	139.0	0.5	70.2
Construction	1,764.9	6.7	1,237.9
Manufacturing	368.5	1.4	174.4
Wholesale and Retail Trade	2,007.9	7.7	1,252.2
For Hire (1)	653.8	2.5	104.0
Personal Transportation	14,260.6	54.4	14,108.1
Utilities	481.2	1.8	361.8
Services	1,641.3	6.3	1,371.4
All Other (2)	429.6	1.6	333.3
BODY TYPE			
Pickup, Panel, Multi Stop, or Walk-in	22,151.0	84.5%	21,714.9
Platform (3)	1,278.2	4.9	269.4
Platform With Added Device	333.1	1.3	66.3
Cattlerack	168.0	0.6	50.6
Insulated Nonrefrigerated Van	58.0	0.2	2.9
Insulated Refrigerated Van	150.5	0.6	6.1
Furniture Van	117.6	0.5	16.8
Open Top Van	30.0	0.1	2.2
All Other Vans	531.3	2.0	15.7
Beverage Truck	67.9	0.3	.6
Utility Truck	200.7	0.8	106.6
Garbage and Refuse Collector	50.7	0.2	1.2
Winch or Crane	92.9	0.4	23.3
Wrecker	101.2	0.4	68.6
Pole and Logging	60.0	0.2	2.0
Auto Transport	15.1	0.1	.9
Dump Truck	452.0	1.7	31.8
Tank Truck for Liquids	236.9	0.9	7.0
Tank Truck for Dry Bulk	34.8	0.1	—
Concrete Mixer	56.0	0.2	—
All Other (4)	27.1	0.1	8.0
ANNUAL MILES			
Less Than 5,000 Miles	6,279.7	24.0%	5,083.7
5,000 to 9,999 Miles	6,297.9	24.0	5,616.6
10,000 to 19,999 Miles	9,690.6	37.0	8,851.2
20,000 to 29,000 Miles	2,407.7	9.2	2,045.4
30,000 to 49,999 Miles	980.1	3.7	677.1
50,000 to 74,999 Miles	291.5	1.1	92.8
75,000 Miles or More	265.7	1.0	28.1
ACQUISITION			
Purchased New	12,482.7	47.6	10,490.1
Purchased Used	13,113.2	50.0	11,416.6
Leased and Not Reported (5)	617.3	2.4	488.3
TOTAL TRUCKS	**26,213.4**	—	**22,395.1**
TOTAL PERCENT	—	**100.0%**	**85.4**

(1) For-Hire includes for hire and daily rental.
(2) All Other includes other not in use and not reported.
(3) Platform includes low boy with depressed center and other platform.
(4) All Other includes other and not reported, boat transport and mobile home puller.
(5) Leased from someone else and not reported were added together.

SOURCE: U.S. Bureau of the Census. *1977 Census of Transportation, Truck Inventory and Use Survey.*

Circle 118 on Inquiry Card ⟶

'86 EPA MPG Ratings

MPG Cty	MPG Hwy	Make	Trans-mission	C.I.D./ # of cyl
SUBCOMPACTS				
17	25	Chev Camaro	A4	305-8
19	27	Chev Camaro	A4	173-6
19	23	Ford Mustang	A3	231-6
20	24	Renault Fuego	A3	132-4
21	25	Ford Mustang	A3	140-4
23	32	Chev Camaro	M5	151-4
23	25	Chry Laser-Daytona	A3	152-4
24	30	Ply Turismo	A3	135-4
25	30	Chev Chevette CS	A3	98-4
COMPACTS				
18	25	Cadillac Cimarron	A3	173-6
18	22	Ford Thunderbird	A3	140-4
18	22	Merc Cougar	A3	140-4
18	22	Merkur XR4T1	A3	140-4
19	27	Buick Somst/Sklrk	A3	181-6
19	24	Chev Cavalier	A3	173-6
19	23	Ford Thunderbird	A3	231-6
19	26	Ford Thunderbird	A4	231-6
19	27	Olds Calais	A3	181-6
19	24	Olds Firenza	A3	173-6
19	27	Pont Grand AM	A3	181-6
20	27	Buick Skyhawk	A3	110-4
20	27	Olds Firenza	A3	110-4
20	27	Pont Sunbird	A3	110-4
22	27	Cadillac Cimarron	A3	121-4
22	28	Ford Escort	A3	113-4
23	29	Buick Skyhawk	A3	121-4
23	32	Buick Somrst/Sklrk	A3	151-4
23	29	Chev Cavalier	A3	121-4
23	32	Olds Calais	A3	151-4
23	29	Olds Firenza	A3	121-4
23	32	Pont Grand AM	A3	151-4
24	31	Buick Skyhawk	A3	110-4
24	29	Dodge Omni	A3	135-4
24	31	Olds Firenza	A3	110-4
24	29	Ply Horizon	A3	135-4
24	31	Pont Sunbird	A3	110-4
25	30	Ford Escort	A3	113-4
25	30	Merc Lynx	A3	113-4
26	30	Ren Alliance/Encre	A3	85-4
28	32	Chev Nova	A3	97-4
MIDSIZE CARS				
16	21	Chry Nwprt/5 Ave	A3	318-8
16	21	Dodge Diplomat	A3	318-8
16	21	Ply Gran Fury	A3	318-8
17	23	Buick Regal	A3	307-8
17	25	Chev Monte Carlo	A4	305-8
17	23	Olds Ctls Sprme	A3	307-8
17	25	Pont Bonneville	A4	305-8
17	25	Pont Grand Prix	A4	305-8
18	25	Buick Regal	A4	307-8
18	24	Buick Regal	A3	231-6
18	25	Chev Celebrity	A3	173-6
18	23	Chev Monte Carlo	A3	262-6
18	27	Chev Monte Carlo	A4	262-6
18	26	Linc Mark 7	A4	302-8
18	26	Linc Cont	A4	302-8
18	25	Olds Ctls Ciera	A3	173-6
18	24	Olds Ctls Sprme	A3	231-6
18	25	Olds Ctls Sprme	A4	307-8
18	24	Pontiac 6000	A3	173-6
18	26	Pontiac 6000	A4	173-6
18	23	Pont Bonneville	A3	262-6
18	27	Pont Bonneville	A4	262-6
18	24	Pont Bonneville	A3	231-6
18	24	Pont Grand Prix	A3	231-6
18	23	Pont Grand Prix	A3	262-6
18	27	Pont Grand Prix	A4	262-6
19	26	Buick Century	A3	173-6
19	29	Buick Century	A4	231-6
19	30	Buick Riviera	A4	231-6
19	28	Chev Celebrity	A4	173-6
19	23	Ford LTD	A3	231-6
19	23	Merc Marquis	A3	231-6
19	28	Olds Ctls Ciera	A4	173-6
19	30	Olds Ctls Ciera	A4	231-6
19	30	Olds Toronado	A4	231-6
19	26	Pontiac 6000	A3	173-6
20	28	Buick Century	A4	173-6
20	28	Chev Celebrity	A4	173-6
20	24	Chry LeBaron GTS	A3	135-4
20	24	Chry New Yorker	A3	135-4
20	24	Dodge 600	A3	135-4
20	24	Dodge Lancer	A3	135-4
20	28	Olds Ctls Ciera	A4	173-6
20	24	Ply Caravelle	A3	135-4
20	28	Pontiac 6000	A4	173-6
21	25	Ford LTD	A3	140-4
21	25	Merc Marquis	A3	140-4
22	32	Buick Century	A3	151-4
22	32	Chev Celebrity	A3	151-4
22	32	Olds Ctls Ciera	A3	151-4
22	32	Pontiac 6000	A3	151-4
23	25	Chry LeBaron GTS	A3	152-4
23	25	Chry New Yorker	A3	152-4
23	25	Dodge 600	A3	152-4
23	25	Ply Caravelle	A3	152-4
23	26	Ply Reliant	A3	152-4
24	27	Chry LeBaron	A3	135-4
24	27	Chry LeBaron GTS	A3	135-4
24	27	Dodge 600	A3	135-4
24	28	Dodge Aires	A3	135-4
24	27	Dodge Lancer	A3	135-4
24	27	Ply Caravelle	A3	135-4
24	28	Ply Reliant	A3	135-4
LARGE CARS				
17	26	Cadillac DeVille	A4	249-8
17	25	Chev Caprice	A4	305-8
17	25	Pont Parisienne	A4	305-8
18	23	Chev Caprice	A3	262-6
18	25	Chev Caprice	A4	307-8
18	26	Ford LTD Crn Vic	A4	302-8
18	26	Merc Gran Marquis	A4	302-8
19	30	Buick Electra	A4	231-6
19	30	Buick LeSabre	A4	231-6
19	30	Olds 98 Regency	A4	231-6
19	30	Olds Delta 88	A4	231-6
SMALL STATION WAGONS				
18	25	Chev Cavalier Wgn	A3	173-6
23	29	Buick Skyhawk Wgn	A3	121-4
23	29	Chev Cavalier Wgn	A3	121-4
24	31	Buick Skyhawk Wgn	A3	110-4
25	30	Ford Escort Wgn	A3	113-4
MIDSIZE STATION WAGONS				
18	24	Olds Ctls Cruiser	A3	173-6
18	26	Olds Ctls Cruiser	A4	173-6
19	25	Buick Cent Wgn	A3	173-6
19	25	Buick Cent Wgn	A4	173-6
19	30	Buick Cent Wgn	A4	231-6
21	28	Pont 6000 Wgn	A3	151-4
22	31	Chev Celeb Wgn	A3	151-4
23	25	Chry Twn&Ctry Wgn	A3	152-4
23	25	Dodge Aries Wgn	A3	152-4
23	25	Ply Reliant Wgn	A3	152-4
24	27	Ply Reliant Wgn	A3	135-4
LARGE STATION WAGONS				
15	22	Chev Caprice Wgn	A4	305-8
15	22	Pont Parisn Wgn	A4	305-8
16	24	Buick LeSabre Wgn	A4	307-8
16	24	Chev Caprice Wgn	A4	307-8
16	24	Olds Cstm Cruiser	A4	307-8
16	24	Pont Parisn Wgn	A4	307-8
18	26	Ford Crn Vic Wgn	A4	302-8
18	26	Merc Gr Mar Wgn	A4	302-8
SMALL PICKUP TRUCKS TWO-WHEEL-DRIVE				
18	24	Ford Ranger	A4	179-6
19	24	Ford Ranger	M5	179-6
21	28	Chev S10	A4	151-4
23	27	Chev S10	M4	151-4
24	30	Chev S10	M5	151-4
26	29	Ford Ranger	M5	140-4
CARGO VANS				
11	13	Dod B150 B250 2WD	A3	360-8
11	13	Ford E250 Econo	A3	351-8
12	13	Ford E150 Econo	A3	351-8
14	15	Dod B150 B250 2WD	A3	318-8
15	18	Chev G10-20 2WD	A4	305-8
15	17	Ford E150 Econo	A3	300-6
17	22	Chev Astro 2WD	A4	262-6
17	23	Ford Aerostar Van	A4	171-6
PASSENGER VANS				
12	13	Ford E150 Clb Wgn	A3	351-8
13	13	Chv G10-20 2WD	A3	305-8
14	18	Ford E150 Clb Wgn	A4	300-6
16	19	Chv G10-20 2WD	A4	262-6
16	21	Ford Aerostar Van	A4	171-6
17	22	Chv Astro 2WD	A4	262-6
21	26	Chv Astro 2WD	A4	151-4
SPECIAL PURPOSE VEHICLES TWO-WHEEL-DRIVE				
17	19	Jeep Cherke Wgner	A3	173-6
19	22	Dod Cara Ram Van	A3	135-4
19	22	Plymouth Voyager	A3	156-4
20	23	Jeep Cherke Wgner	A3	150-4
20	23	Plymouth Voyager	A3	135-4

Top Twenty-Five Business/Commercial Light-Truck & Van Fleets

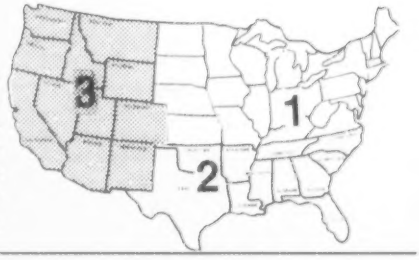
'85	'84	Company	Contact	# Lt. Trucks and Vans
1.	1.	Sears Roebuck & Co. Chicago, IL	William H. Jones, III	13,800
2.	2.	Frito-Lay, Inc. Dallas, TX	Gorman R. Green Charles Loveless	12,271
3.	3.	Federal Express Corp. Memphis, TN	Jim Wheeler	11,441
4.	—	Continental Baking Co. St. Louis, MO	P.J. Walsh	7,800
5.	4.	ARA Services Philadelphia, PA	Ralph Jamic	5,000
6.	5.	Union Pacific System Omaha, NE	Don Dyer	3,900
7.	—	Interstate Brands Corp. Kansas City, MO	David Wiseman	3,712
8.	6.	Purolator Service, Inc. New Hyde Park, NJ	Jack Neusch	3,600
9.	7.	Standard Oil of IN Chicago, IL	Richard Swanson	3,500
10.	11.	Shell Oil Co. Houston, TX	J.A. "Judy" Wieman	3,395
11.	9.	Rollins, Inc. Atlanta, GA	Bob Holloman	3,350
12.	8.	Goodyear Akron, OH	A.P. Spencer	3,250
13.	20.	Xerox Rochester, NY	Ron Pink	3,000
14.	13.	Phillips Petroleum Co. Bartlesville, OK	James I. Grillot	2,965
15.	25.	Tenneco, Inc. Houston, TX	J.R. "Jack" Gudelman	2,964
16.	15.	Westinghouse Pittsburgh, PA	Lou Dobak	2,920
17.	10.	Burlington Northern Railroad, St. Paul MN	John Long	2,800
18.	12.	Exxon Co., USA Houston, TX	Jack Lamb	2,800
19.	—	W.R. Grace & Co. New York, NY	Edward Boheme	2,800
20.	16.	Canteen Corp. Chicago, IL	Mark Klein	2,500
21.	—	Montgomery Ward Chicago, IL	Roseann Neveitt	2,500
22.	19.	Union Carbide Corp. New York, NY	Walt Dzitko	2,500
23.	—	American Bakeries Charlotte, NC	R.G. Kearns	2,399
24.	21.	Honeywell Minneapolis, MN	Connie Wesley	2,356
25.	18.	Johnson Controls Milwaukee, WI	Bob Borchert	2,218

Top Twenty-Five Utility Light-Truck & Van Fleets

'85	'84	Company	Contact	# Lt. Trucks and Vans
1.	2.	Bell South Services, Inc. Atlanta, GA	Larry Ross	20,000
2.	1.	Southwestern Bell St. Louis, MO	Elizabeth Towns	15,159
3.	3.	Pacific Bell San Francisco, CA	Roger Weaver	14,500
4.	15.	Pacific Gas & Electric San Francisco, CA	Bill Elby	6,503
5.	5.	General Telephone of California, Pomona, CA	Del Wingerd	5,866
6.	6.	New York Telephone Brooklyn, NY	Lindsay Payne	5,563
7.	8.	Continental Telephone Atlanta, GA	George Weimer	5,136
8.	7.	New England Telephone & Telegraph Boston, MA	Bruce Dickey	4,318
9.	9.	Mountain Bell Denver, CO	Scott Madsen	3,500
10.	10.	Bell Telephone & Diamond State Tel. Philadelphia, PA	Robert Fisher	3,285
11.	11.	General Telephone of Southwest San Angelo, TX	John Riordan	3,200
12.	—	General Telephone Co. of Florida, Tampa, FL	Douglas L. Carr	2,784
13.	12.	Pacific N.W. Bell Seattle, WA	Pete Labarge	2,699
14.	13.	American Electric Power Service Canton, OH	Dick Stage	2,600
15.	14.	Southern California Edison, Rosemead, CA	Dennis Stewart	2,130
16.	24.	Florida Light & Power Miami, FL	Donald Wheeler	1,812
17.	20.	Public Service Electric & Gas Co., Newark, NJ	G.T. Ela	1,694
18.	16.	Consumers Power Co. Jackson, MI	John Schafer	1,690
19.	17.	Southern New England Telephone Co. New Haven, CT	G. Welker	1,690
20.	18.	General Public Utility Parsippany, NJ	Jim Williams	1,575
21.	19.	Columbia Gas Distribution Co. Columbus, OH	Timothy L. Weber	1,505
22.	21.	Public Service Company of Colorado, Denver, CO	R. Fields	1,500
23.	22.	Bell Telephone of Pennsylvania Pittsburgh, PA	Roger Metzger	1,187
24.	23.	Michigan Consolidated Gas Company Detroit, MI	E.G. Morrison	1,038
25.	25.	Public Services of Indiana, Plainfield, IN	Mike Hesson	651

Used Cars

The following are average car prices for the period ending November 9, 1985. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
83 AMC ALLIANCE			
Sdn 4DR L Series	3414	3449	3380
83 AMC CONCORD			
Sdn	3613	3650	3577
Sta Wgn	3815	3853	3776
83 BUICK SKYLARK			
Sdn Custom	4237	4281	4195
82 BUICK SKYLARK			
Sdn	3472	3508	3438
83 BUICK REGAL			
Sdn	5521	5577	5466
Cpe	5676	5734	5619
82 BUICK REGAL			
Turbo Cpe	5045	5095	4994
Cpe	4885	4934	4836
83 BUICK CENTURY			
Sdn Custom	5495	5549	5440
82 BUICK CENTURY			
Sdn Custom	4652	4699	4606
83 CADILLAC			
Cpe DeVille	9352	9445	9258
Sdn DeVille	9299	9391	9206
82 CADILLAC			
Cpe DeVille	7693	7770	7616
Sdn DeVille	7642	7718	7565
83 CHEVY			
Chvt Htchbk 4-Dr	2775	2803	2747
Camaro Cpe 8	6136	6197	6074
82 CHEVY			
Chvt Htchbk 4-Dr	2013	2033	1992
Camaro Cpe 8	5301	5354	5248
83 CHEVY CELEBRITY			
Sdn	5039	5089	4988
82 CHEVY CELEBRITY			
Sdn	4279	4321	4236
83 CHEVY CAVALIER			
Sdn	4308	4351	4265
82 CHEVY CAVALIER			
Sdn	3062	3093	3031
83 CHEVY CITATION			
Cpe 6	3391	3425	3357
82 CHEVY CITATION			
Cpe 6	2613	2639	2587
83 CHEVY MALIBU			
Clas Sdn	4912	4961	4862
Clas Sta Wgn	5113	5164	5061
82 CHEVY MALIBU			
Clas Sdn	4144	4185	4103
Clas Sta Wag	4325	4368	4282
83 CHEVY MONTE CARLO			
Cpe	5707	5736	5650
82 CHEVY MONTE CARLO			
Cpe	4232	4274	4189
83 CHEVY IMPALA			
Sdn	5262	5315	5210
82 CHEVY IMPALA			
Sdn	4201	4243	4158
Wgn 9	4366	4409	4323
83 CHEVY CAPRICE			
Sdn	5893	5952	5834
Sta Wag	6098	6158	6037
83 CHRYSLER			
E-Class Sdn	5013	5063	4963
82 CHRYSLER			
New Yorker Sdn	6116	6177	6054
83 DODGE OMNI			
4 Dr Cust	3213	3246	3182
82 DODGE OMNI			
4 Dr Cust	2456	2479	2431
83 DODGE ARIES			
Cpe	3718	3755	3681
82 DODGE ARIES			
Sdn	2858	2887	2892
83 DODGE DIPLOMAT			
Sln Sdn	4269	4311	4227
82 DODGE DIPLOMAT			
Sln Sdn	3446	3481	3411
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	3668	3704	3632
82 FORD FAIRMONT			
Futura Sdn 4-Dr	2905	2934	2876
83 FORD MUSTANG			
L-Cpe 4	4081	4121	4040
82 FORD MUSTANG			
L-Cpe 4	3299	3331	3265
83 FORD LTD			
Sdn	4336	4379	4292
82 FORD LTD			
Sdn	3671	3707	3634
83 FORD ESCORT			
Htchbk 4 Dr	3128	3160	3097
83 FORD CROWN VIC			
Sdn	6606	6673	6541
82 FORD CROWN VIC			
Sdn	4341	4385	4297
83 FORD THUNDERBIRD			
Cpe	6026	6086	5966
82 FORD THUNDERBIRD			
Cpe	4719	4766	4672
83 LINCOLN CONTINENTAL			
Sdn	11337	11451	11223
Mark VI Cpe	11571	11686	11456
82 LINCOLN CONTINENTAL			
Sdn	9304	9397	9212
Mark VI Cpe	9589	9685	9493
83 MERCURY COUGAR			
Cpe	6130	6192	6069
82 MERCURY COUGAR			
GS Cpe	3542	3577	3507
83 MERCURY LYNX			
HtchBk 2-Dr	3083	3113	3052
83 MERCURY MARQUIS			
Sdn	4388	4433	4344
82 MERCURY MARQUIS			
Sdn	4560	4605	4515
Wgn-2S	4702	4749	4655
83 OLDS CIERA LS			
Cpe	5415	5470	5360
Sdn	5486	5541	5431
83 OLDS CUTLASS SUPREME			
Cpe	6008	6068	5949
Sdn	5841	5899	5782
82 OLDS CUTLASS SUPREME			
Sdn	5145	5196	5094
Cpe	4952	5001	4903
83 OLDS DELTA 88			
Sdn	5883	5942	5825
82 OLDS DELTA 88			
Sdn	4507	4552	4462
83 OLDS DELTA 98			
Sdn	8116	8198	8035
82 OLDS DELTA 98			
Sdn	6659	6726	6593
83 OLDS OMEGA			
Sdn	4237	4281	4195
82 OLDS OMEGA			
Sdn	3472	3508	3438
83 OLDS FIRENZA			
Sdn	4512	4557	4467
82 OLDS FIRENZA			
Sdn	3724	3761	3687
83 PLYMOUTH HORIZON			
4 Dr Htchbk	3126	3158	3096
83 PLYMOUTH RELIANT			
Cpe	3729	3766	3692
82 PLYMOUTH RELIANT			
Cpe	2848	2877	2820
83 PONTIAC FIREBIRD			
Cpe 8	6200	6262	6138
83 PONTIAC 6000			
Cpe	5185	5236	5133
Sdn	5256	5308	5203
82 PONTIAC 6000			
Cpe	4417	4462	4373
83 PONTIAC GRAND PRIX			
Cpe	5889	5949	5830
83 VOLKSWAGEN JETTA			
4 Dr Sdn	5040	5090	4989
82 VOLKSWAGEN JETTA			
4 Dr Sdn	4276	4318	4232
83 VOLKSWAGEN L SERIES			
2 Dr Htchbk	3836	3874	3798
82 VOLKSWAGEN RABBIT			
2-Dr Htchbk	2939	2967	2909
83 DATSUN			
Sentra 2 Dr Std Sdn	3382	3416	3348
Stanza Hbk 4 Dr Dlx	4609	4655	4565
82 DATSUN			
210 Std 2 Dr	2453	2478	2428
Sentra 2 Dr Std Sdn	2778	2806	2750
Stanza Hbk 4 Dr	3709	3746	3641
83 TOYOTA			
Corolla Sedan 2 Dr	4177	4218	4135
Celica St	6009	6068	5948
Camry Sedan	6789	6857	6721
82 TOYOTA			
Corolla 2 Dr Sdn	3376	3410	3343
Celica St Cpe	4829	4877	4780